

# EMPORIKI BANK

## **FY07 Consolidated Results**

### Analysts Presentation

February 28th, 2008

CRÉDIT AGRICOLE GROUP

RENERGENCE  
ΑΝΑΕΝΝΗΣΗ  
2008

 Emporiki Bank

# Economic Outlook

## ECONOMIC INDICATORS 2004-2007 GREECE

	2004	2005	2006	2007
<b>GDP</b> (annual % change at constant prices)	4,6	3,8	4,2	4,1
<b>CONSUMER PRICE INDEX</b> (annual % change)	2,9	3,5	3,2	2,9
<b>HARMONISED INDEX OF CONSUMER PRICES</b> (annual % change)	3,0	3,5	3,3	3,0
<b>GENERAL GOVERNMENT DEBT/GDP</b> (%)	98,6	98,0	95,3	93,4
<b>LOANS</b> (including securitised loans, €)	-	19%	18%	19%
<b>DEPOSITS</b> (including repos, €)	-	16%	10%	13%

**Sources:** Greek Ministry of Economy and Finance, National Statistical Service of Greece, Bank of Greece.

Summer 2007,  
Greece suffered from  
terrible fires



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## Main events

# Highlights of FY07 financial results

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*“2007” Building solid foundations for the new Emporiki*

## Main events of FY 07:

- ❑ Completion of Joining Forces Program
- ❑ Finalization of the appointment of top management
- ❑ 5yr Business Plan: 2007-2011
- ❑ Initiation of Transformation Program
- ❑ Network reorganization
- ❑ Reorganization of the Group, with the involvement of CA business lines
- ❑ Alignment of cost of risk methodologies

## Main events of Q4 07:

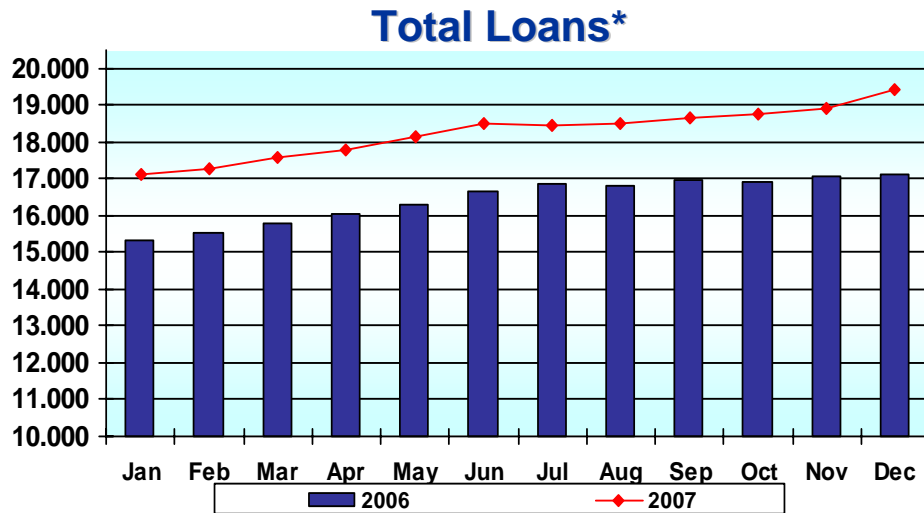
- ❑ Transformation program developments
- ❑ Basel II adjustments
- ❑ Launch of Carrefour Credit j.v.
- ❑ Launch of New Business Centers
- ❑ Launch of the new P&C Insurance Co.
- ❑ Balkan new momentum
- ❑ Anagennisi Campaign – New Emporiki for 2008

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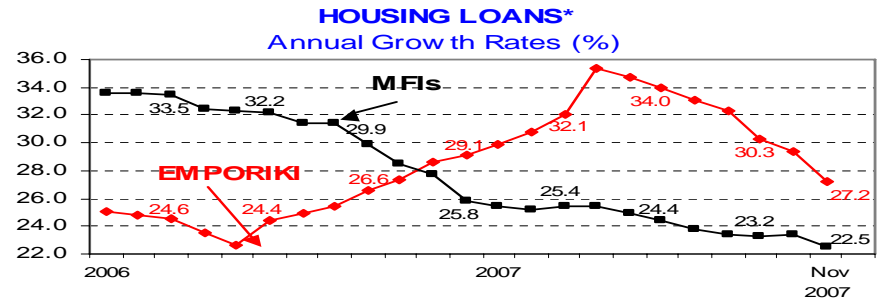
## FY 2007 Summary Activity Report

# FY07 Summary Activity Report (Loans)

Thousands of EUROS	12/2007	12/2006	%
<b>OUTSTANDING LOANS*</b>	<b>19.429.277</b>	<b>17.084.160</b>	<b>14%</b>
<b>INDIVIDUALS</b>	<b>9.260.453</b>	<b>7.586.092</b>	<b>22%</b>
Mortgages	6.801.654	5.442.903	25%
Consumer Loans	2.026.851	1.743.260	16%
Credit Cards	431.948	399.929	8%
<b>SME Credits</b>	<b>5.814.105</b>	<b>5.230.500</b>	<b>11%</b>
<b>LARGE CORPORATES</b>	<b>3.819.644</b>	<b>3.786.322</b>	<b>1%</b>
<b>SHIPPING</b>	<b>535.075</b>	<b>481.246</b>	<b>11%</b>
<b>Outstanding Loans - Domestic Subsidiaries</b>			
Emporiki Credicom	941.300	621.782	51%
Emporiki Leasing	495.178	444.040	12%

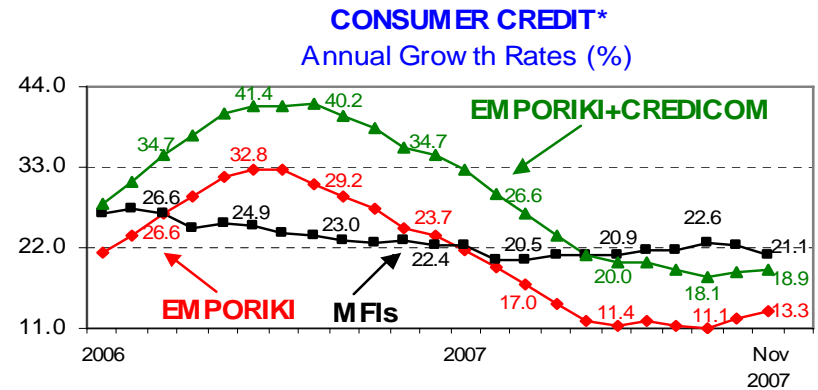


\*Loans before write-offs



Source: Emporiki Bank, Bank of Greece

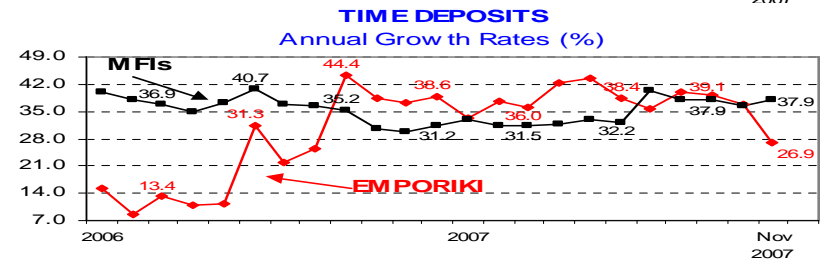
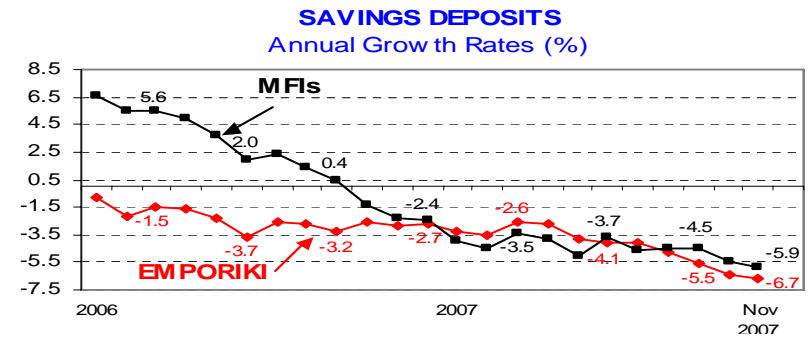
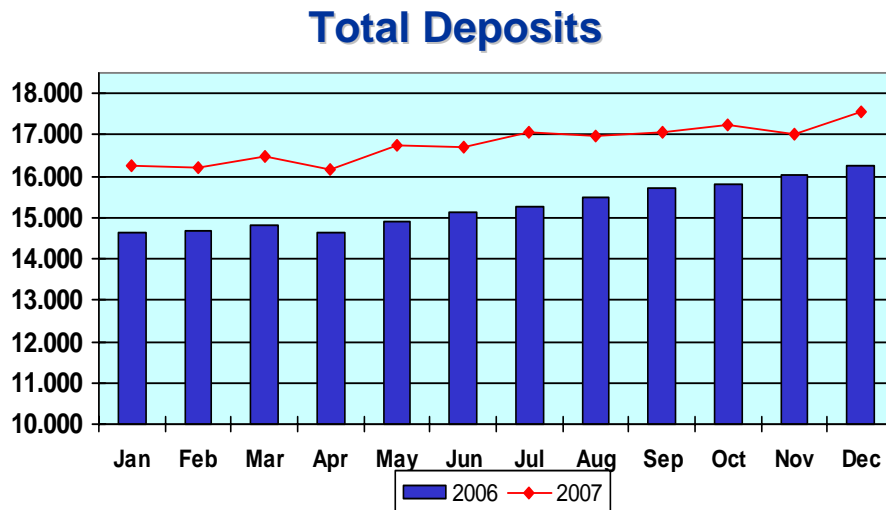
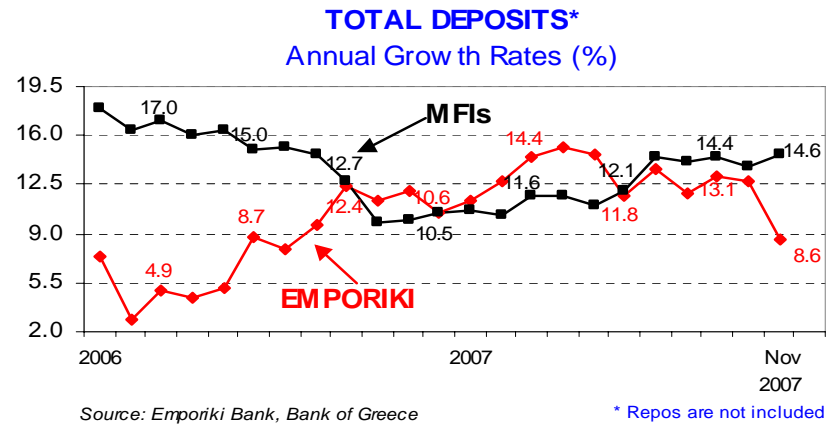
\* Including securitised loans



\* Consumer Loans+Credit card loans including securitised loans

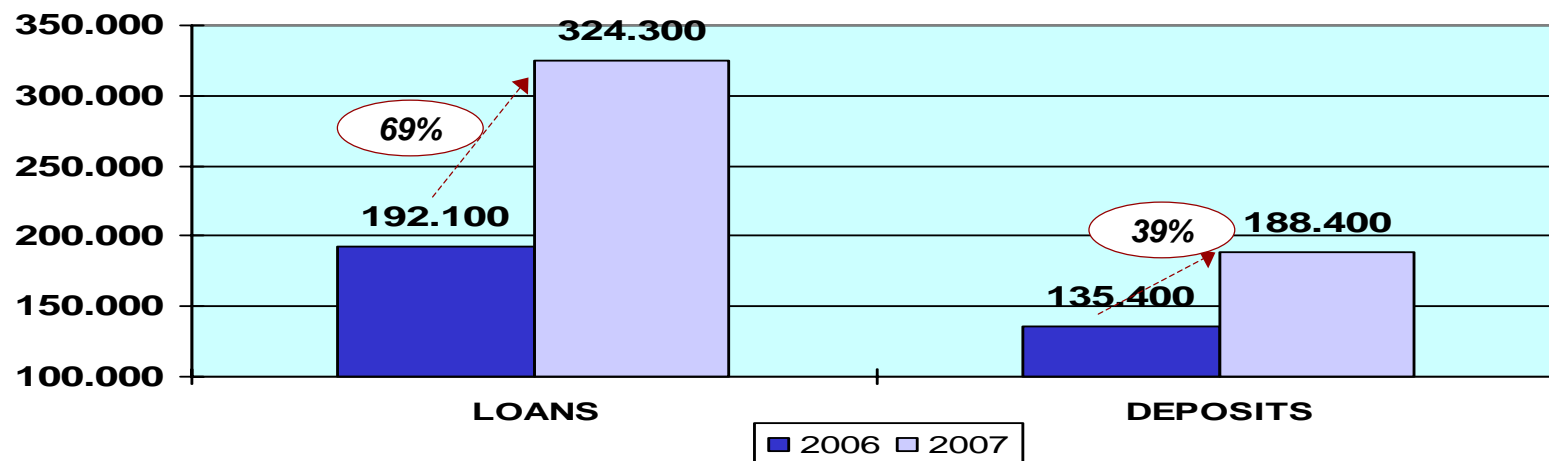
# FY07 Summary Activity Report (Deposits)

Thousands of EUROS	12/2007	12/2006	%
<b>TOTAL DEPOSITS</b>	<b>17.563.394</b>	<b>16.248.095</b>	<b>8%</b>
Savings Accounts	6.525.584	7.026.493	-7%
Sight Accounts	2.207.157	2.113.946	4%
Time deposits	8.826.800	7.085.836	25%
<b>TOTAL LIFE INSURANCE</b>	<b>88.631</b>	<b>69.897</b>	<b>27%</b>



# International Subsidiaries

## BALKAN SUBSIDIARIES LOANS & DEPOSITS



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## FY 2007 P&L

# Q407 vs. Previous quarters

<i>Thousands of EUROS</i>	Actual	Actual	Actual	Actual	YoY
<i>P&amp;L - Group</i>	Q4 2007	Q3 2007	Q2 2007	Q1 2007	Q4 2006
* NET BANKING INCOME	228.410	231.917	243.145	245.109	243.314
* OPERATING EXPENSES	(161.741)	(148.265)	(153.914)	(152.579)	(171.932)
* GROSS OPERATING INCOME	66.669	83.652	89.231	92.530	71.382
Regular & other provisions	(36.713)	(16.325)	(51.320)	(56.343)	(112.869)
* OPERATING PROFIT	29.956	67.327	37.911	36.187	-41.487
Exceptional cost of risk	(33.000)	(40.000)	0	0	(299.350)
Transformation expenses	(16.742)	(10.701)	(15.547)	(4.907)	(12.206)
Profit from discontinued operation: Phoenix Metrolife	14.820	0	33.797	-908	-170
Loss from discontinued operation: Emporiki Germany	3.244	(48)	(5.072)	(2.515)	-4.958
* PROFIT BEFORE TAX	-1.663	16.646	51.124	27.935	-358.180
Taxes	(922)	(146)	(10.142)	(9.897)	27.775
* <i>PROFIT AFTER TAX</i>	<i>-2.585</i>	<i>16.500</i>	<i>40.982</i>	<i>18.038</i>	<i>-330.405</i>
<i>Cost Income Ratio</i>	63,5%	59,3%	56,9%	60,2%	65,6%

# FY07 vs. FY06

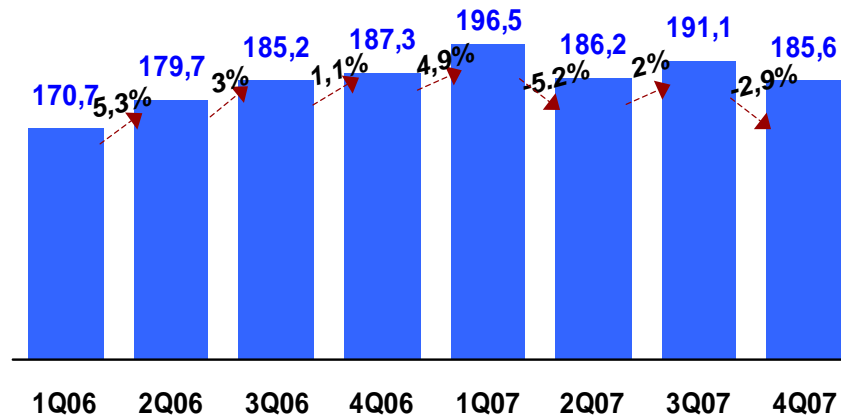
<i>Thousands of EUROS</i>	Actual	YoY	Evol	
<i>P&amp;L - Group</i>	12M 2007	12M 2006	€	%
* NET BANKING INCOME	948.581	949.620	-1.039	-0,1%
* OPERATING EXPENSES	(616.499)	(630.789)	-14.290	-2,3%
* GROSS OPERATING INCOME	332.082	318.831	13.251	4,2%
Regular & other provisions	(160.701)	(233.687)	-72.986	-31,2%
* OPERATING PROFIT (BEFORE EXCEPTIONAL ITEMS)	171.381	85.144	86.237	101,3%
- Exceptional cost of risk	(73.000)	(299.350)	-	-75,6%
- Transformation expenses	(47.897)	-	-	-
- Phoenix Metrolife	47.709	-4.901	-	-
- Emporiki Germany	-4.391	-3.874	-	-
* PROFIT BEFORE TAX	93.802	-228.128	-	-
- Taxes	(21.107)	(7.484)	-	-
* <i>PROFIT AFTER TAX</i>	<i>72.934</i>	<i>-235.612</i>	-	-
* <i>PROFIT AFTER TAX &amp; MINORITIES</i>	<i>73.369</i>	<i>-234.725</i>	-	-
<i>Minority interest</i>	<i>-435</i>	<i>-886</i>	-	-
<i>Cost Income Ratio</i>	65,0%	66,4%		-1,43

## FY07: NBI almost unchanged compared to high level FY06 in spite of adverse trading impact

<i>Thousands of EUROS</i>	<b>Actual</b>	<b>YoY</b>	<b>Evol</b>	
<b>P&amp;L - Group</b>	<b>12M 2007</b>	<b>12M 2006</b>	<b>€</b>	<b>%</b>
<b>* NET BANKING INCOME</b>	<b>948.581</b>	<b>949.620</b>	<b>-1.039</b>	<b>-0,1%</b>
- Net Interest Income	759.423	713.111	46.312	6,5%
- Fees and Commissions	153.281	159.128	-5.847	-3,7%
- Net Income from Insurance Activities	2.398	2.223	175	7,9%
- Trading Income	-10.254	11.218	-21.472	-191,4%
- Other Income	43.734	63.940	-20.206	-31,6%

## FY07: NII increases on a yearly basis, but competition and market developments exercise downward pressure

### NII development (€m)

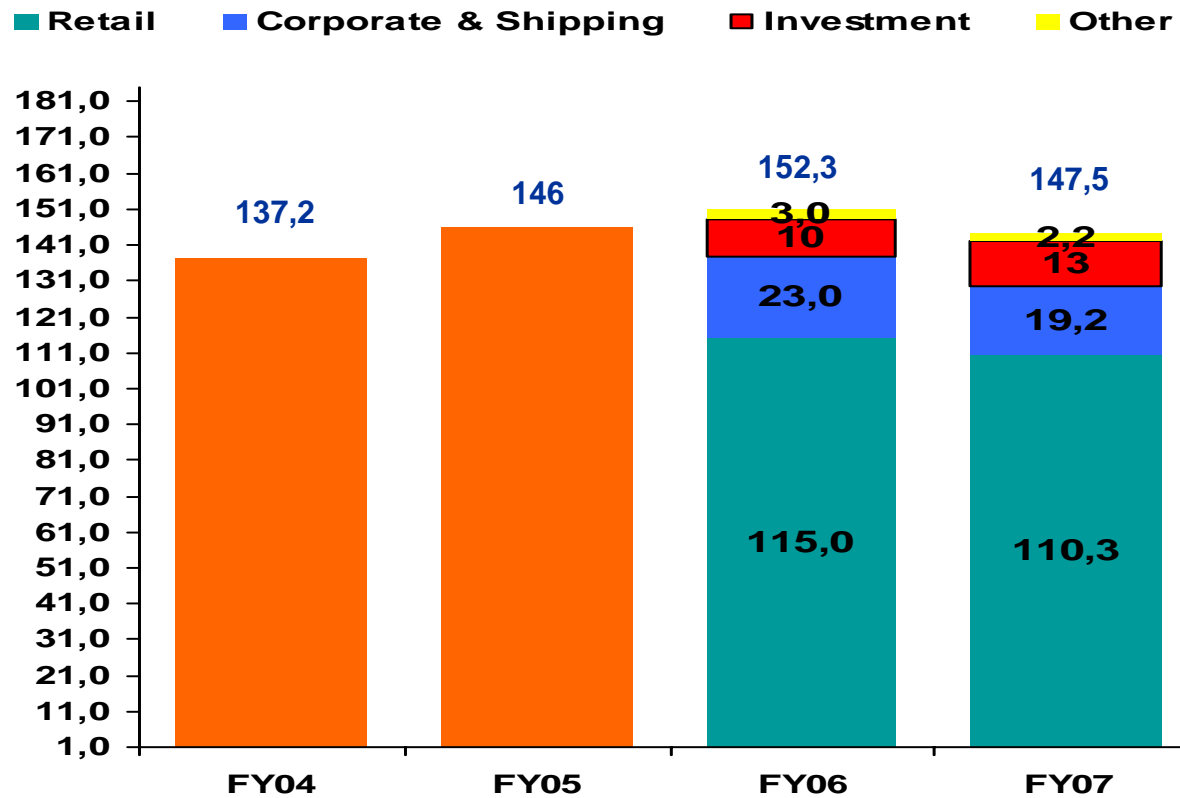


### Comments

- The NII increases by 6,4% on a yearly basis, however lower by 2,9% vs. Q307
- Signs of downward pressure arose, due to competition in mortgage loans and shift in lower margin products in the deposit side

# FY07 Fees & Commissions (1)

## Fees & Commissions income development\* (€m)



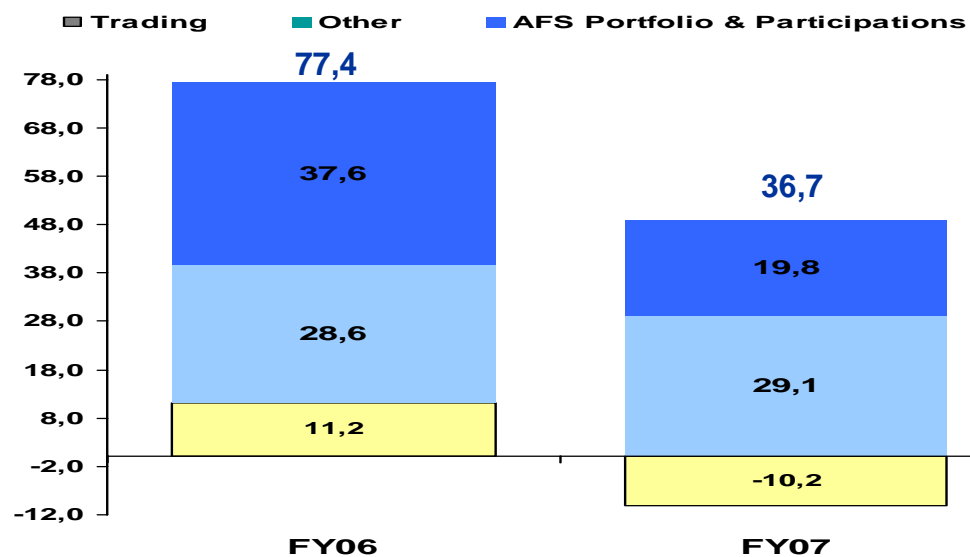
\* Emporiki Bank solo accounts

# FY07 Fees & Commissions (2) - breakdown

Thousands of EUROS	Actual	YoY	
<i>Emporiki Bank Solo Accounts</i>	12M 2007	12M 2006	%
<b>* TOTAL FEE INCOME</b>	147.473	152.296	-3%
<b>OFF-BALANCE SHEET COMMISSIONS</b>	23.863	23.761	0%
Funds	9.280	10.803	-14%
Securities	8.789	8.405	5%
Investment Banking	4.103	2.068	98%
Custody & Bonds	1.692	2.485	-32%
<b>LOAN COMMISSIONS</b>	59.308	62.666	-5%
Fees	46.555	49.051	-5%
Letter of Credit	12.753	13.615	-6%
<b>COMMISSIONS ON PRODUCT &amp; PAYMENT SERVICES</b>	58.299	58.258	0%
Credit Cards	22.037	22.856	-4%
Accounts - Checks - Payments	8.589	9.392	-9%
Forex	1.366	1.547	-12%
Imports / Exports	6.112	7.673	-20%
Fund Transfers in € & Fx	7.149	6.772	6%
Payments of Obligations to Third Parties	2.681	1.904	41%
Life Insurance	6.177	3.985	55%
Non-Life Insurance	4.189	4.129	1%
<b>OTHER COMMISSIONS</b>	6.003	7.611	-21%

# FY07 Insurance, Trading and Other Income

## Other income development (€m)



## Comments

- Reduced vs. FY 06 figures, which were affected by non-recurring items (€32 million), but also due to a negative impact in trading income (crisis effect).

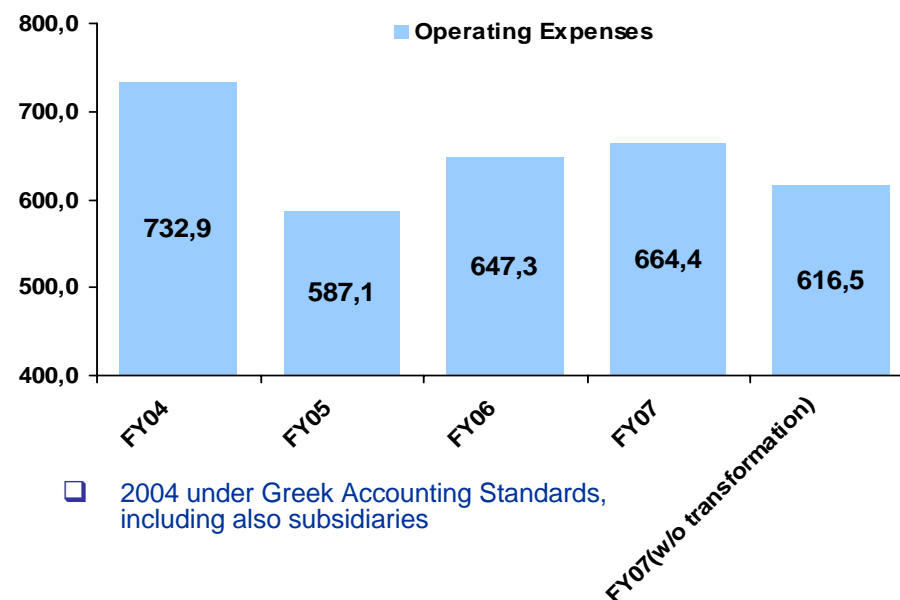
# FY07: Tight control of expenses

\*\* EMPORIKI GROUP ACCOUNTS - IFRS \*\*

Thousands of EUROS P&L - Group	Actual 12M 2007	YoY 12M 2006	Evol	
			€	%
<b>* OPERATING EXPENSES</b>	<b>(664.396)</b>	<b>(630.789)</b>	<b>33.607</b>	<b>5,3%</b>
- Staff expenses	(388.399)	(397.746)	-9.347	-2,3%
- Other expenses	(195.700)	(197.749)	-2.049	-1,0%
- Depreciation	(32.400)	(35.294)	-2.894	-8,2%
<b>Transformation expenses</b>	<b>(47.897)</b>		<b>47.897</b>	

## Comments

- Slight decrease of the staff cost
- Effective Interest Rates on Fees
- Stable other expenses

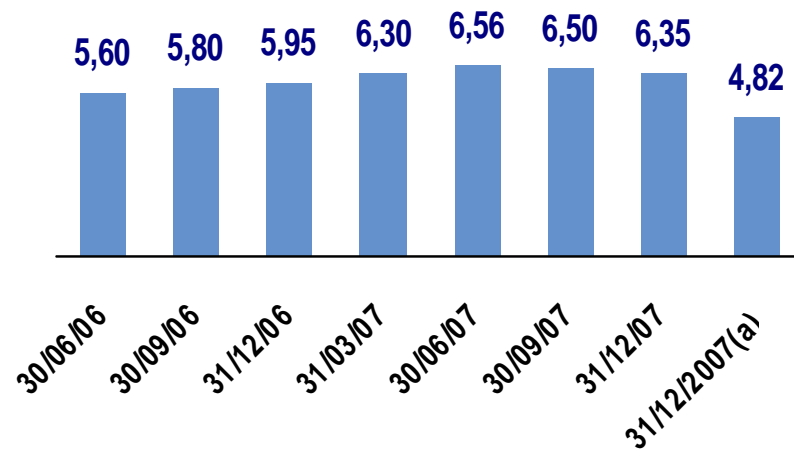


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## Focus on cost of risk

# Asset quality (Bank level)

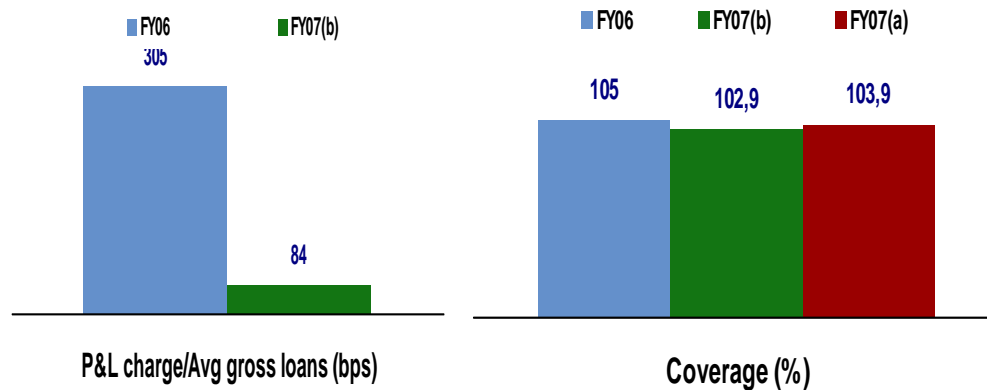
## NPLs development (% of gross loans)



## Comments

- Q4 07 resulted in lower NPL ratio, even before write-offs
- Regular cost of risk to 76bps in Q4 07 due to application of recovery process and methodologies

## Asset quality statistics



## Regular Cost of Risk evolution (bps)

